

IMPORTERS' QUESTIONNAIRE
POLYVINYL ALCOHOL FROM CHINA, GERMANY, JAPAN, KOREA, AND SINGAPORE

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than September 20, 2002

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning polyvinyl alcohol ("PVA") from China, Germany, Japan, Korea, and Singapore (invs. Nos. 731-TA-1014-1018 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm imported polyvinyl alcohol (as defined in the instruction booklet) from any country at any time since January 1, 1999?

☐

NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.

Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.

The undersigned acknowledges that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.—GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing PVA from China, Germany, Japan, Korea, or Singapore into the United States or which are engaged in exporting PVA from China, Germany, Japan, Korea, or Singapore to the United States?

☐ No ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I. GENERAL QUESTIONS—Continued

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of PVA?

☐ No ☐ Yes—List the following information.

Firm name

Address

Affiliation

- I-6. Please indicate the nature of your firm's importing operations on PVA. More than one answer may be applicable.

☐ Importer of record ☐ Takes title to the imported product(s)
☐ Consignee of the imported product(s) ☐ Customs broker or freight forwarder

- I-7. If your firm is an importer of record of PVA but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

- I-8. Please indicate whether your firm enters PVA into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes
Bonded warehouses ☐ No ☐ Yes

- I-9. Please indicate whether your firm imports PVA under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

- I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes—Please specify. _____

- I-11. Describe the significance of the antidumping duty orders on imports of polyvinyl alcohol from China, Japan, and Taiwan into the United States that were revoked in mid-2001. You may wish to compare your firm's operations while the antidumping duty orders were in place with your operations after their revocation. Use additional pages as necessary.

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Christopher J. Cassise (202-708-5408). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of PVA since January 1, 1999?

☐ No ☐ Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of PVA from China, Germany, Japan, Korea, or Singapore for delivery after June 30, 2002?

☐ No ☐ Yes—Indicate when such orders are to be delivered and the quantities involved.

II-4. If your firm also produces PVA in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. Since January 1, 1999, has your firm internally consumed any of its imports of PVA to produce a downstream product?

☐ No

☐ Yes—please indicate year of consumption, quantity, and downstream product.

<i>(Quantity in 1,000 pounds)</i>		
Quantity of PVA imported and internally consumed	Year of importation	Downstream product

II-6. At any time since January 1, 1999, has your firm imported polyvinyl alcohol from any country under HTS subheading 3905.30.00, but which does not fall under the Commission's definition of PVA as stated in the instruction booklet (i.e., has your firm imported polyvinyl alcohol hydrolyzed at 80 percent or less, or polyvinyl alcohol in fiber form)?

☐ No

☐ Yes—please explain and indicate type(s), the quantity (in 1,000 pounds), and country of origin of such imports for 2001.

II-7. Please list the enduse application(s) for the PVA imported by your firm in 2001. (If more than one application is listed, please estimate the volume (in 1,000 pounds), and the share of total production for each end use.) If your answers differ by country, please respond separately.

Enduse application	Volume (in 1,000 pounds)	Share (in percent) of 2001 imports
Emulsion polymerization		
Paper		
Adhesives		
Textile		
PVB		
Other _____		
Other _____		
Unkown		

PART II.—TRADE AND RELATED INFORMATION—Continued

- II-7. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of PVA imported by your firm during the specified periods. (See definitions in the instruction booklet.) Report separately for each country listed on page 1 of the questionnaire and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Country: _____ ☐ All other sources combined¹

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years			January-June	
	1999	2000	2001	2001	2002
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
IMPORTS: ²					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS: ⁴					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁵ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO END USERS (quantity)					
¹ Please identify these sources: _____					
² Please identify the foreign producers, if known: _____					
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below: _____					
⁴ Identify your principal export markets: _____					
⁵ Reconciliation of data. —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____					

PART III.—PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

Section III-A.—PRICE DATA

This section requests net sales value (f.o.b. your U.S. shipping location(s)) and quantity data concerning your firm's U.S. commercial shipments of the following PVA products imported from China, Germany, Japan, Korea, or Singapore and sold to unrelated U.S. customers during January 1999-June 2002.

Product 1.—PVA for use in textile applications with a range of hydrolysis between 95-100 (percent) and a viscosity between 20-35 (centipois)

Product 2.—PVA for use in adhesive applications with a range of hydrolysis between 80-89 (percent) and a viscosity between 20-35 (centipois)

Product 3.—PVA for use in paper applications with a range of hydrolysis between 95-100 (percent) and a viscosity between 20-35 (centipois)

Product 4.—PVA for use in adhesives applications with a range of hydrolysis between 80-89 (percent) and a viscosity between 0-19 (centipois)

Please report separately for each product and country for the periods requested and copy, as needed, the table on the following page to report for each product and country.

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-A. PRICE DATA—Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products imported from China, Germany, Japan, Korea and Singapore and sold by your firm to unrelated U.S. customers. Also complete a separate page for each subject country from which you import PVA.¹

Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐
 China ☐ Germany ☐ Japan ☐ Korea ☐ Singapore ☐

(Quantity in pounds, value in dollars)		
Period of shipment	Quantity	Net Value ²
1999:		
January-March		
April-June		
July-September		
October-December		
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
² F.o.b. your U.S.-point of shipment (gross sales value less all discounts, rebates, allowances, prepaid freight, and the value of returned goods).		

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS

- III-B-1. Please describe how your firm determines the prices that it charges for sales of imported PVA (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- III-B-3. What are your firm's typical sales terms for PVA imported from China, Germany, Japan, Korea, and Singapore (e.g., 2/10 net 30 days)? _____. On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

- III-B-4. Approximately what percentage of your firm's sales of PVA imported from China, Germany, Japan, Korea, and Singapore is on a contract (____ percent) vs. spot sales (____ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ____ percent

- III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of imported PVA? _____

- III-B-6. What is the approximate percentage of the total delivered cost of PVA that is accounted for by U.S.-inland transportation costs? ____ percent. Who generally arranges the transportation to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? ____ percent. 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-7. What is the geographic market area in the United States served by your firm's imports of PVA from China, Germany, Japan, Korea, and Singapore?

III-B-8. What other products may be substitutes for PVA?

III-B-9. Describe the end uses of the PVA that you import from China, Germany, Japan, Korea, and Singapore. For each end use product, what percentage of the total cost is accounted for by PVA?

III-B-10. How has the demand within the United States (and outside the United States if known) for PVA changed since January 1, 1999? What were the principal factors affecting changes in demand?

III-B-11. Have there been any significant changes in the product range or marketing of PVA in the past five years?

☐ No ☐ Yes—Please describe.

III-B-12. Does your firm purchase or sell PVA over the internet?

☐ No ☐ Yes—Please describe, noting the estimated percentage of your firm's total purchases/sales of PVA in 2001 accounted for by internet transactions.

Section III-B.—PRICE-RELATED QUESTIONS—Continued

Section III-B.—PRICE-RELATED QUESTIONS—Continued

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for PVA imported from China, Germany, Japan, Korea, and Singapore during 1999-2001. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of PVA from China, Germany, Japan, Korea, and Singapore that each of these customers accounted for in 2001.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2001 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					